

Message Text

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ACTION ARA-10

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R 180211Z SEP 76
FM AMCONSUL SALVADOR
TO SECSTATE WASHDC 0271
USDOC WASHDC
AMCONSUL RIO DE JANEIRO
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO

UNCLAS SALVADOR 0072

STATE FOR EB/CSB/OCA AND ARA/BR

COMMERCE FOR BIC/OED/MEPD: PLEASE NOTIFY MR DUVIVIER

E.O. 11652: N/A

TAGS: BENZ EAIR BR

SUBJECT: SALVADOR AND RIO DE JANEIRO AGREEMENT IMMINENT ON LIGHT
RAIL VEHICLE (LRV)

REF: (A) TELECONS WEEK SEPTEMBER 13 DUVIVIER (BOEING VERTOL CO)/
WHITNEY
(B) SALVADOR 0064
(C) MEMORANDA, PART I (UNCLASSIFIED), PART II (LOU),
JULY 9, 1976 SENT TO STATE AND COMMERCE ADDRESSEES.

1. BEGIN SUMMARY. IN RESPONSE TO BOEING TELECON CONSUL CONTACTED BAHIA

STATE SECRETARY OF TRANSPORTATION AND RIO METRO SYSTEM OFFICIAL
(WITH AID OF AMCONGEN RIO DE JANEIRO) AND LEARNED THAT CONVENIO
(AGREEMENT) ON ADOPTION OF SAME PRE-METRO CAR FOR THE TWO CITIES
WAS IMMINENT, THAT DEADLINE FOR PROPOSAL BY SUPPLIERS HAD BEEN
MOVED FORWARD FROM NOVEMBER 10 TO DECEMBER 21, AND THAT PLAN IS
FOR BOTH CITIES TO ORDER SAME BASIC PRE-METRO CAR UNDER
SEPARATE CONTRACTS. BOTH BAHIA AN RIO SOURCES SAID FULLEST
COMPETITION WAS IN THE BEST INTERESTS OF ALL AND THAT THREE
MAJOR COMPETITORS, AS WELL AS OTHERS, A WERE STILL IN THE RUNNING.
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THE SAME SOURCES WERE RELUCTANT TO REVEAL FULL DETAILS OF CONVENIO

AND SPECIFICATIONS, AND DISAGREED SLIGHTLY ON QUESTION OF WHETHER ANY RIO SPECS HAD BEEN MODIFIED OR NOT. END SUMMARY.

2. IN REPOSE TO REFTELCON AND TO VERIGY COINCIDENT BAHIA NEWS-PAPER REPORTS ON ANEL FERROVIARIO, CONSUL CONTACTED BAHIA STATE SECRETARY OF TRANSPORTATION WELLINGTON CORREA DE FIGUEREDO AND AMCONGEN ECON/COMM OFFICER JAMES DERHAM WHO DISCUSSED ISSUE WITH CARLOS DE BARROS JORGE FILHO, DIRECTOR OF SYSTEMS AND EQUIPMENT DIVISION OF RIO METRO. WE LEARNED THE FOLLOWING. THE STATE SECRETARIATS OF TRANSPORTATION OF RIO DE JANEIRO AND BAHIA WILL SHORTLY ("WITHIN TEN DAYS" ACCORDING TO FIGUEIREDO) SIGN AN AGREEMENT TO PURCHASE THE SAME KIND OF CAR FOR THEIR RESPECTIVE PRE-METRO SYSTEMS. AS A RESULT OF THE CONVENIO BAHIA WILL ADOPT FOR ITS PRE-METRO CARS THE SPECIFICATIONS THAT RIO HAS ANNOUNCED. BOTH FIGUEIREDO AND FERNANDO MCDOWELL, CHIEF OF PLANNING OF RIO METRO, WHOM CONSUL TALKED WITH SUBSEQUENTLY, SAID IT WAS NOT YET DETERMINED WHETHER BAHIA WOULD ISSUE A SEPARATE EDITAL (REQUEST FOR PROPOSAL). THEY, ALONG WITH BARROS JORGE FILHO, HOWEVER, AFFIRMED THAT IF THE CONVENIO WERE TO WORK AS PLANNED ON COMPANY WOULD FURNISH METRO-CARS TO BOTH CITIES, EACH CITY WOULD RECEIVE AT LEAST ONE CAR BY MARCH, 1979, AND EACH CITY WOULD SIGN A SEPARATE CONTRACT WITH THE SUPPLIER COMPANY FOR THE CARS IT NEEDED.

3. THERE WILL BE ALLOWANCE FOR SOME VARIETY IN THE BASIC CAR. AS AN EXAMPLE, RIO ASKED FOR SEPARATE PRICES FOR ONE AND TWO DRIVER'S CARS. BAHIA REQUIRES TWO FOR REASON MENTIONED IN REF MEMOS. ANOTHER EXAMPLE: BECAUSE OF THE LONGER DISTANCE TRAVELLED IN THE BAHIA PRE-METRO LINE (30 KILOMETERS COMPARED WITH 17.5 KM FOR RIO),

BAHIA WILL WANT A LARGER NUMBER OF SEATS IN ITS CARS THAN RIO. HOWEVER, THESE ARE CONSIDERED MINOR MODIFICATIONS OF THE SAME BASIC CAR.

4. ON THE QUESTION OF WHETHER THE CONVENIO MEANS THAT RIO HAS MODIFIED ITS SPECIFICATIONS SOMEWHAT THE ANSWER IS COMPLICATED. IN GENERAL THE SPECS PREVIOUSLY ANNOUNCED FOR THE RIO CAR WILL HOLD, AND BAHIA WILL BE ADOPTING THE RIO CAR. HOWEVER, FIGUEIREDO MENTIONED THAT THE "HEIGHT OF THE WHEEL'S AXEL" IN THE RIO SPECS WHICH HE SAID WAS THE RESULT OF "PRACTICALLY AN ERROR" BY THE CONSULTING FIRM THAT DREW UP SPECS, WOULD BE CHANGED. WHEN UNCLASSIFIED

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QUESTIONED ABOUT THIS MCDOWELL INFERRED THAT IT WAS BAHIA THAT WOULD HAVE TO CHANGE THE HEIGHT OF ITS STATION PLATFORMS AND ADDED THERE WERE STILL A FEW DETAILS OF THE CONVENIO TO BE WORKED OUT.

5. IT IS MOST IMPORTANT THAT BOTH FIGUEIREDO AND MCDOWELL SAID THE SPECS AS PRESENTLY CONSTRUED WERE SUCH AS TO ALLOW A NUMBER OF FIRMS INCLUDING THE THREE PRINCIPAL ONES - BOEING,

DUVAG, AND LA BRUGEOISE - TO COMPETE FOR THE CONTRACT. MACDOWELL NOTED THAT THESE FIRMS HAVE TO MAKE MODIFICATIONS TO CONFIRM TO THE SPECS BUT THAT THEY WERE NOT MAJOR MODIFICATIONS. HE SAID THE RIO METRO HAD ANSWERED THE QUESTIONS RAISED BY THE APPROXIMATELY 20 ENTITIES WHICH PURCHASED THE ORIGINAL EDITAL REQUEST FOR PROPOSAL). HE ADDED THAT HE THOUGHT MOST SATISFIED WITH THE REPOSSES AND THAT "RUMORS" THAT SPECS WOULD EXCLUDE SOME COMPETITORS WERE UNFOUNDED. AS A RESULT OF THE TIME IF TOOK TO ANSWER THE QUESTIONS MACDOWELL AND BARROS DE JORGE FILHO SAID THAT THE DEADLINE DATE FOR A PROPOSAL BY THE PRE-METRO MANUFACUTED HAD BEEN MOVED FORWARD FROM NOVEMBER 10 TO DECEMBER 21.

6. BOTH BARROS DE JORGE FILHO AND MACDOWELL COMMENTED THAT OTHER BRAZILIAN CITIES ARE STUDYING CONSTRUCTION OF PRE-METRO SYSTEMS AND HAVE DISCUSSED WITH RIO METRO POSSIBILITY OF USING THE ALREADY ESTABLISHED SPECIFICATIONS.
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